

Manufacturing Innovation Fund Advisory Board

July Meeting Minutes

Department of Economic and Community Development

September 8, 2016
9:00AM-12:00 PM
505 Hudson Street
Hartford, Connecticut

Attendance

- Board Members: Catherine Smith, Colin Cooper, Don Balducci, Beverlee Dacey, Chris DiPentima, John Harrity, John Zoldy, Todd Phil
- Board Members via Phone: Mun Choi
- Quorum: Yes
- Stakeholders: ,Jennifer Herz, Bernice Zampano, Tracey Ariel, Tom Maloney, Bonnie DelConte, Kathy Marioni, Scott Jackson, Paul Striebel, Eleanor Lennon, Rich Pearson, Todd Berch, Michael Accursi, Keri Lamontagne, Doug Furer, Bruce Carlson
- DECD Staff: Carmen Molina-Rios, Barbara Fernandez, Toni Karnes

Minutes

Meeting called to order by Chair Commissioner Catherine H. Smith at 9:05 am.

1. **Call to Order:** Commissioner Smith welcomed the board to the meeting and introductions were made.

Approval of July 19, 2016 meeting minutes – Motion to Accept August Minutes by Chris DiPentima and seconded by Colin Cooper. Motion passed unanimously.

2. **MIF Outreach Initiative Update** – Beverlee Dacey gave an overview of the Bridgeport Fitting event and how it was well received. She stated that 12 Legislators were in attendance and noted that emphasis was on businesses who had secured MIF funding. Businesses in attendance were able to note the positive difference that the funding had made in their business. She thanked Paul Striebel of the Manufacturer's Voucher Program for providing information on amount of funds leveraged for the program.

After some discussion Barbara Fernandez advised the Board that the Marketing Plan was underway. She noted that Adams and Knight were planning in on submitting a plan to the committee soon.

3. **IMCP Successes & Implementation** – Commissioner Smith advised the group that the program was slightly past the halfway mark and they had less than a year to achieve the program deliverables. The designation period began July 2017 and will end July 2017.
4. **Research and Innovation** – Mun Choi provided an update and overview of efforts to develop and strengthen innovation hubs for advanced manufacturing. After some discussion about program efforts, Beverlee Dacey asked if programs would be run out of Storrs. Mun noted that the goal would be to increase partnerships between the University and companies statewide.
5. **Site Development & Infrastructure** – Barbara Fernandez reviewed efforts to develop state assets that are not ready for manufacturing and get them ready and completed and in the pipeline. Catherine Smith advised that there was 40 million put aside to help Bridgeport with its shoreline resiliency in order to assist it in becoming more resilient against storms like Hurricane Irene and Super Storm Sandy.

Barbara Fernandez gave an Energy on the Line update in which she noted that MIF provided \$800,000. She stated that one project had closed and there were fifty companies in the pipeline. The goal was to have twenty projects closed by next year.

6. **Trade & International Development** – Barbara Fernandez stressed the importance of enhancing global competitiveness in the areas of trade education and exports among manufacturers. After some discussion Beverlee Dacey noted that the STEP program was not well publicized in manufacturing and would include it in the marketing strategy.
7. **Capital Access** – Colin provided an overview of the need of access to capital for small to mid-sized companies in the shipbuilding and aerospace industries. After some discussion, Beverlee Dacey asked for an example of the type of company expenses might benefit from this. Colin responded machinery & equipment and salary expense. He noted that traditional financial ratios and underwriting may not be good for companies that are growing. Barbara explained that this type of program had an IMCP focus and she thanked Colin for taking on what was part of a national focus. Colin advised that the program was in the early stages of review and discussion. He noted that they were working through the concept details.
8. **Operational Improvement** – Bonnie DelConte provided an overview on efforts to reach deeper into the aerospace and ship building industries. She discussed developing a collaborative approach between The Green Bank, DOL and UCONN. After some discussion Bonnie DelConte and Paul Striebel agreed to track companies under the voucher program.

9. **Supplier Network** – Chris DiPentima provided an update around the Competitive Supply Chain Ecosystem. He noted there was growth at ACM and that there were 17 new members for a total of 133. He noted the need to help local companies implement new technologies. Todd Phil asked about the cost of training. Barbara Fernandez noted that the Workforce Development committee would capture that information.
10. **IMCP Report & Evaluation of Metrics** – Carmen Molino-Rios provided an overview of the proposed metrics and rationale for the report due to EDA in October. She noted that a report card would be created on current market conditions and the report card data would be used to describe the impact of the states IMCP initiatives.
11. **Workforce Development** – Scott Jackson reviewed for the group rationale behind the CTC Connecticut Exchange proposal. He noted that it was an interactive website that could link small to medium CT manufacturers to college and university students. He stated that the program had value in that it would provide the capability of participating companies to scan available student talent and also college and university manufacturing relevant criteria. As proposed the CTC CT Exchange would utilize MIF funding to offset the costs of enrolling small to medium manufacturers and colleges/universities for a 3 month pilot phase. Scott Jackson and Bruce Carlson reviewed the proposed budget and answered numerous questions regarding the viability of getting schools to sign on after the 3 month pilot period. John Zoldy asked if there was a guarantee to manufactures that they would get access to all student talent. Bruce Carlson stated that the companies could post their openings on the site and market their companies to the students. Beverly Dacey stated that the Board needed to be careful with the funding that they manage as it had been cut. Catherine Smith asked if there could possibly be a different price structure – Perhaps a smaller traunch up front and a larger one later after they had gotten up and running. She suggested that CTC come back to the Board after they had reworked their metrics.
12. **Apprenticeship Program** – Scott Jackson and Todd Berch provided an overview of the current program activity. Todd noted that the program is getting a lot of “word of mouth” marketing and that field staff are working to make sure that businesses understand the value of the program. John Harrity noted that PW and EB as well as Sikorsky have categories of vendors that are of the size the Apprenticeship Program targets. He suggested that DOL meet with these entities to sell the program. Recommendations for changes will be brought back to the Board at its October meeting.

13. **IMCP Overview** – Barbara Fernandez reviewed the IMCP focus on developing a collaborative approach to developing workers with specific skills, competencies and certifications to serve as a pipeline of trained workers for the aerospace and ship building industries. After some discussion it was decided that Carmen Molino-Rios, John Harrity and Scott Jackson would work with Rich Pearson in his efforts to prioritize actions and gather data.

Chris DiPentima made a motion that the meeting be adjourned. John Harrity Second. The meeting was adjourned at 11:55